



WA vehicle firm to export knocked-down vehicles to Malaysia for assembly

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Western Australian vehicle firm - Oka Motor Co - has broken into a major overseas market with the help of a Western Australian Government program.

Oka, which makes four-wheel-drive vehicles, will export knocked-down vehicles to Malaysia for assembly as a result of a \$2.1 million investment in the company by a Malaysian manufacturing company.

"This investment will bring big benefits to the Western Australian economy through increased sales," Commerce and Trade Minister Hendy Cowan said today.

"The Department of Commerce and Trade's countertrade policy contributed to the investment decision.

"Under the policy, overseas companies which benefit from major contracts with the State Government must fulfil obligations which help the Western Australian economy. The Government's countertrade policy has generated more than \$79 million in exports and inward investment in the past five years.

"In this case, Renault Vehicules Industriels had a countertrade obligation as a result of selling buses to Transperth. Renault's efforts to discharge this obligation led to its supporting Oka's approaches to Malaysian company Hicom.

"Hicom is one of Malaysia's biggest manufacturers of vehicles and has now made the investment in Oka, giving it a 10 per cent stake."

Mr Cowan said that Oka's marketing agreement with Hicom subsidiary, Scott and English, meant they would be exporting the knocked-down vehicles to Malaysia after an initial shipment of 50 fully-built vehicles.

"The investment in Oka, and its new export program, has thrust the company into an exciting era of market expansion and growth," he said.

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